



Washington State Legislature

March 28, 2007

Patrick Kinne
Intermodal Division
BNSF Railway Company
2650 Lou Menk Drive
Fort Worth, Texas 76131

Dear Patrick Kinne,

We are writing this letter to urge BNSF to increase its efforts to work with the Port of Quincy to find competitive and timely options for intermodal rail service to and from Quincy, Washington.

We are grateful a representative of your company recently met with the Port of Quincy and Columbia Colstor representatives in October of 2006 and March of this year to discuss potential intermodal rail service options relating to the Port of Quincy. We understand the recent meeting in early March was positive and we appreciate BNSF's commitment to work collaboratively with the Port of Quincy and Columbia Colstor to explore various rail service options.

As you are aware, the Port of Quincy Intermodal Terminal was developed with the help of the Washington State Legislature to provide agricultural and industrial shippers a rail transport alternative from Central Washington to the Puget Sound as well as to alleviate truck congestion on Interstate 90 and in the Seattle/Tacoma Metro area. The Port of Quincy sought and received approximately \$10 million in local, state and federal funding to develop and construct the Intermodal Terminal.

The public investment and development of the Port of Quincy Intermodal Facility has already spurred a substantial amount of private investment and economic development at Quincy. In the fall of 2006, Columbia Colstor (a refrigerated warehousing company with 6 locations in Washington State) opened a new \$25 million, state-of-the-art, 250,000 square foot International Intermodal Warehouse at the Port of Quincy Intermodal Terminal. The warehouse is specially designed for the handling and storage of perishable agricultural commodities and food products, and to facilitate their subsequent transport throughout the region and overseas. In the future, Columbia Colstor plans to build additional warehouse facilities at Quincy in the future to handle dry goods and industrial products.

The Port of Quincy's decision to develop the Intermodal Terminal and Columbia Colstor's decision to construct its International Intermodal Warehouse facility at Quincy was predicated upon what appeared to be a strong commitment by Burlington Northern Santa Fe Railroad (BNSF) to provide intermodal rail service to and from Quincy. In an April 2002 letter from BNSF to the Port of Quincy, BNSF wrote *"We appreciate having the opportunity to work with the port on developing rail traffic in short haul lanes. BNSF supports the State of Washington's goals for intra-state short haul intermodal service to reduce highway congestion, decrease highway maintenance costs and improve air quality for its citizens."* Since 2002, Quincy has grown dramatically and has had nearly \$1 billion dollars of new business development and also has added several new potential rail customers. In addition, several major shippers have recently written letters of support to the Port of Quincy indicating their interest in utilizing intermodal rail service from Quincy to the Puget Sound. As a result, it appears that there are many positive events happening at Quincy that would support intermodal rail service.


However, we understand that BNSF is not currently providing service (schedule and rates) for intermodal rail freight transportation to and from the Port of Quincy. In the interim, the Port of Quincy, Columbia Colstor and various shippers are in limbo while BNSF is deliberating whether it will provide service from Quincy to Seattle/Tacoma. Moreover, given BNSF's commitment to short-haul intermodal rail service in the above mentioned April 2002 letter to the Port of Quincy and its customers, we are very concerned about BNSF's apparent change in position regarding intermodal rail service to and from Quincy and the potential adverse impacts that the lack of service will cause for Central Washington shippers.

As we mentioned above, we appreciate that BNSF is meeting and having some dialogue with the Port of Quincy and Columbia Colstor to explore potential options for intermodal rail service at Quincy. However, we are concerned that this process is not moving quickly enough, and in the meantime agricultural and industrial shippers in the greater Quincy area continue to not have intermodal rail service.

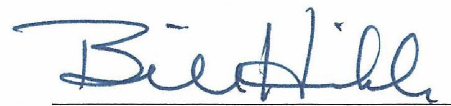
As a result, we would urge BNSF to work expeditiously with the Port of Quincy and Columbia Colstor find suitable options to provide intermodal rail service to and from Quincy with competitive rates and a consistent and timely schedule.

Thank you for your prompt cooperation concerning this issue.

Sincerely,



Representative Judy Warnick



Representative Bill Hinkle

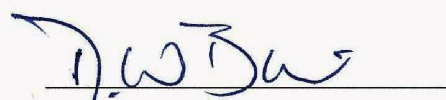

Rep. Steve Hailey



Rep. Mike Armstrong



Rep. Larry Haler


Rep. Cary Condotta

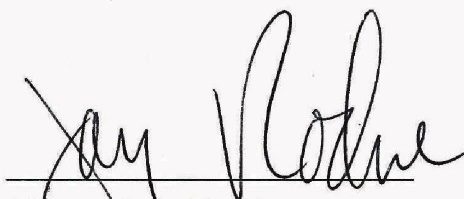

Rep. Joel Kretz

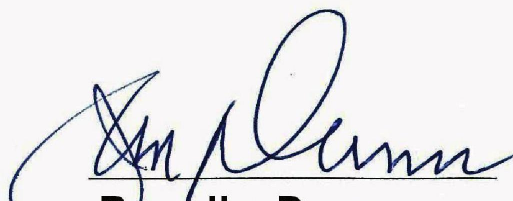

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